

Message Text

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PAGE 01 SEOUL 02265 120935 Z

52

ACTION COME-00

INFO OCT-01 EA-11 ADP-00 XMB-07 RSR-01 EB-11 AID-20

CIAE-00 INR-10 NSAE-00 RSC-01 OPIC-12 TRSE-00 /074 W
----- 049109

R 120831 Z APR 73

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC 7282

INFO AMEMBASSY SAIGON

LIMITED OFFICIAL USE SEOUL 2265

E. O. 11652: N/A

TAGS: ETRD, KS

SUBJECT: COMPLICATION IN SALES OF U. S. CEMENT EQUIPMENT

FOR COMMERCE AND EXIMBANK

1. EMBASSY RELIABLY INFORMED THAT EISENBERG COMPANY, WHICH REPRESENTS EUROPEAN CEMENT MACHINERY INTERESTS IN KOREA, HOW ATTEMPTING TO PROFIT FROM GROWING KOREAN INTEREST IN U. S. CEMENT MACHINERY BY CLAIMING TO REPRESENT FULLER COMPANY. THUS EISENBERG, WHO TRIED TO OBTAIN \$22 MILLION TONG YANG EXPANSION CONTRACT FOR POLYSIUS (FRENCH) AND ALMOST SUCCEEDED, NOW TRYING TO PERSUADE TONG YANG THAT EISENBERG CO. ALSO AUTHORIZED SELL FULLER MACHINERY IN KOREA JUST AS THEY ARE IN VIETNAM.

2. THIS MAY BE SIMPLY ANOTHER CASE OF EISENBERG LINING UP BUSINESS OPPORTUNITY FIRST AND THEN COLLECTING FINDER' S FEE FROM SELECTED SUPPLIER. IN THIS CASE, HOWEVER, EISENBERG CONNECTION UNNECESSARY SINCE EXIM ALREADY PRECOMMITTED ON FINANCING AND PURCHASER PREPARED TO DEAL DIRECTLY WITH U. S. SUPPLIER.

3. AS GUIDANCE TO EMBASSY IN OUR BUSINESS ASSISTANCE EFFORTS, WOULD APPRECIATE COMMERCE DRAWING ON ABOVE TO CONTACT FULLER AND DETERMINE EXTENT TO WHICH COMPANY INTENDS TO HAVE EISENBERG REPRESENT THEM HERE. IF THIS IS FULLER INTENTION, WE SUGGEST COMMERCE RECOMMEND CAUTION TO FULLER SINCE, ASIDE
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FROM FREQUENT RUMOURS OF IRREGULAR EISENBERG BUSINESS PRACTICES,
ISRAELI COMPANY' S GOOD OFFICES ARE EXPENSIVE AND CAN RESULT
IN PRODUCER MARK- UPS WHICH ERODE COMPETITIVE ADVANTAGE.
HABIB

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 12 APR 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: golinofr
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973SEOUL02265
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: n/a
Errors: n/a
Film Number: n/a
From: SEOUL
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730441/aaaaigyh.tel
Line Count: 73
Locator: TEXT ON-LINE
Office: ACTION COM
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: golinofr
Review Comment: n/a
Review Content Flags:
Review Date: 26 NOV 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <26-Nov-2001 by kelleyw0>; APPROVED <19-Dec-2001 by golinofr>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: <DBA CORRECTED> gwr 971229
Subject: COMPLICATION IN SALES OF U. S. CEMENT EQUIPMENT FOR COMMERCE AND EXIMBANK
TAGS: ETRD, KS
To: COME
SAIGON
SECSTATE WASHDC
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005